

Message Text

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10

ACTION EA-14

INFO OCT-01 EUR-25 ADP-00 SS-15 NSC-10 NSCE-00 EB-11

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R 160600Z AUG 73

FM USLO PEKING

TO SECSTATE WASHDC 516

INFO AMCONSUL HONG KONG

AMEMBASSY MOSCOW

C O N F I D E N T I A L PEKING 0799

E.O. 11652: GDS

TAGS: OTRA, CH, UR, ETRD

SUBJECT: VISIT TO PRC BY COMMERCE DEPARTMENT OFFICER

WILLIAM CLARKE

REF: A) STATE 159308; B) PEKING 798; C) STATE 159457 (NOTAL)

SUMMARY. USLO SUPPORTS IDEA OF ORIENTATION VISIT TO CANTON FAIR AND PEKING BY COMMERCE OFFICER WILLIAM CLARKE AT TIME OF 1973 FALL CANTON FAIR. THE SCHEDULE PROPOSED BY CLARKE PRESENTS CERTAIN PROBLEMS, HOWEVER, AND WE PREFER SOME MODIFICATION. END SUMMARY.

1. WHILE USLO CONTINUES TO BELIEVE THAT A VISIT TO PEKING BY COMMERCE OFFICER WILLIAM CLARKE IS AN EXCELLENT IDEA, WE WOULD PREFER THAT IT TAKESPLACE WHEN BOTH COMMERCIAL/ECONOMIC OFFICERS HOROWITZ AND ROPE ARE PRESENT. HOROWITZ NOW PLANS TO ESCORT NATIONAL COMMITTEE FOR US-CHINA TRADE (NCUSCT) DELEGATION (REF C) FROM PEKING TO CANTON ON OCTOBER 14 AND SPEND FOLLOWING TEN DAYS AT THE CANTON FAIR, AFTER WHICH HE WILL PROCEED TO HONG KONG ON OCTOBER 24 FOR CONSULTATIONS. THUS, IF CLARKE PROCEEDS ON SCHEDULE AS PROPOSED REF A, HE WILL NOT HAVE AN OPPORTUNITY FOR TALKS WITH BOTH HOROWITZ AND ROPE IN PEKING. ALSO, WE FEEL THAT FIRST WEEK OF THE FAIR WILL BE LEAST INTERESTING TIME FOR CLARKE TO VISIT CANTON SINCE BUSINESS WILL JUST BE STARTING TO PICK
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UP AT THAT TIME.

2. INSTEAD, WE PROPOSE THAT CLARKE SHOULD FIRST STOP IN HONG KONG, ARRIVING THERE BY OCTOBER 24. HOROWITZ WILL ARRIVE THAT DAY FROM CANTON AND THIS SHOULD PERMIT DISCUSSIONS AMONG CLARKE, HOROWITZ AND CONGEN PERSONNEL ON OCTOBER 25, 26 AND, IF NECESSARY, 27. SUCH TALKS SHOULD CONTRIBUTE TO IMPROVED COORDINATION AND UNDERSTANDING ON ALL SIDES OF CHINA TRADE FUNCTIONS WHICH ARE BEING OR WHICH SHOULD BE PERFORMED BY COMMERCE, THE CONGEN AND USLO. CLARKE COULD THEN PROCEED TO PEKING ON OCTOBER 28, PROBABLY TOGETHER WITH HOROWITZ WHO WILL RETURN ABOUT THAT TIME. IN PEKING, CLARKE COULD SEE OPERATIONS OF USLO COMMERCIAL/ECONOMIC SECTION FIRST-HAND AND HOPEFULLY CALL ON SOME PRC TRADE PERSONNEL AND PAY VISITS TO COMMUNES AND FACTORIES. CLARKE COULD THEN PROCEED TO CANTON ON NOVEMBER 4 (POSSIBLY ACCOMPANIED BY ROPE) FOR A WEEK AT THE FAIR. HE COULD THEN EXIT THE PRC ABOUT NOVEMBER 11. THIS SCHEDULE WOULD BE HIGHLY DESIRABLE FROM USLO'S POINT OF VIEW.

3. WITH REGARD TO CLARKE'S DESIRE TO DISCUSS "ECONOMIC/COMMERCIAL PROBLEMS OF MUTUAL CONCERN WITH CHINESE OFFICIALS." WE ASSUME HE HAS IN MIND THE TYPE OF GENERAL DISCUSSION THAT TAKES PLACE DURING COURTESY CALLS. IF THERE ARE SPECIFIC ISSUE STATE AND COMMERCE WISH CLARKE AND USLO TO RAISE DURING HIS VISIT, WE SHOULD BE GIVEN APPROPRIATE INSTRUCTIONS WELL IN ADVANCE. WE BELIEVE, HOWEVER, THAT THE TIMING OF HIS VISIT IS INAPPROPRIATE FOR DETAILED DISCUSSION OF ANY BILATERAL ISSUES, SINCE MANY MINISTRY OF FOREIGN TRADE AND FOREIGN TRADE CORPORATION STAFF WILL BE IN CANTON OR, IF IN PEKING, PREOCCUPIED WITH FAIR-RELATED BUSINESS. NEVERTHELESS, SOME COURTESY CALLS BY CLARKE ON PRC TRADE OFFICIALS SHOULD BE POSSIBLE BOTH IN PEKING AND IN CANTON.

4. WE BELIEVE IT IS WRONG TO THINK OF USG AND NCUSCT SUITES IN CANTON IN SUCH TERMS AS A "JOINT OFFICE." WE OF COURSE EXPECT TO WORK CLOSELY WITH THE COUNCIL DURING THE FAIR, BUT WE DOUBT THAT THE CHINESE WOULD WISH US TO RUN A "JOINT OFFICE" AND WE DO NOT WISH TO PROMOTE THIS CONCEPT. WE ASSUME THAT DURING HIS VISIT TO THE FAIR CLARKE WOULD VISIT BOTH THE USG AND THE NCUSCT OFFICES AND THAT, AS INDICATED IN PEKING 556, HIS ROLE

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SHOULD BE THAT OF AN OBSERVER.

5. APPROPRIATENESS OF CLARKE'S VISIT SHOULD NOT BE AFFECTED BY FACT THAT NATIONAL PEOPLE'S CONGRESS MAY TAKE PLACE AROUND THAT TIME.

6. RE PARA 8 REFTTEL, USLO IS NOT AWARE OF THE BENEFITS WITH RESPECT TO OUR KNOWLEDGE OF SINO-SOVIET TRADE THAT WOULD

ACCRUE FROM THE PROPOSED VISIT TO MOSCOW. WE ARE UNDER THE
IMPRESSION THAT AMPLE INFORMATION ABOUT THIS TRADE IS AVAILABLE
IN WASHINGTON.
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